

## Message Text

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O 151039Z JUL 76

FM AMEMBASSY BONN

TO SECSTATE WASHDC IMMEDIATE 0428

UNCLAS SECTION 01 OF 02 BONN 11924

E.O. 11652: N/A

TAGS: BEXP, GW

SUBJECT: COMPETITOR NATION EXPORT EXPANSION PROGRAMS

REFERENCE: A. STATE 161777

B. BONN A-80

1. THE FIGURES SUBMITTED IN REF TEL OVERSTATE THE NUMBER OF GERMAN AND LOCAL EMPLOYEES OF GERMAN MISSIONS ENGAGED IN EXPORT PROMOTION ACTIVITIES. EMBASSY OFFICER SPOKE WITH FOREIGN OFFICE OFFICIAL TO REVIEW THE FIGURES PROVIDED IN REF B. AND HAS REVISED THE REF AIR FIGURES WITH HIS ASSISTANCE. THE DATA REPORTED BELOW IS BASED UPON THE FOLLOWING INFORMATION:

A. THE FEDERAL REPUBLIC MAINTAINS 126 EMBASSIES AND 71 CONSULATES OVERSEAS.

B. THE GERMAN FOREIGN OFFICE HAS SURVEYED THE 76 MOST IMPORTANT EMBASSIES AND ITS 9 CONSULATES IN THE UNITED STATES IN ORDER TO OBTAIN AN ACCURATE PICTURE OF THE NUMBER OF EMPLOYEES INVOLVED IN EXPORT PROMOTION. THE RESULTS OF THIS SURVEY HAVE BEEN USED IN PREPARING PORTIONS OF THE TABLE BELOW.

C. THE REMAINING 50 EMBASSIES ARE SMALL WITH AN AVERAGE COMPLEMENT OF 3 PEOPLE. IT IS ESTIMATED THAT ONLY 1/2 MAN YEAR IS DEVOTED TO EXPORT PROMOTION ACTIVITIES IN EACH OF THESE EMBASSIES.

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D. THE 62 GERMAN CONSULATES OUTSIDE OF THE UNITED

STATES ARE ROUGHLY DIVIDED AMONG COMMERCIAL POSTS IN MAJOR COUNTRIES AND WHAT ARE ESSENTIALLY CONSULAR POSTS IN SMALLER COUNTRIES. AT THE LARGER CONSULATES WE HAVE ESTIMATED THAT APPROXIMATELY TWO MAN-YEARS PER CONSULATE

ARE SPENT IN EXPORT PROMOTION. AT THE SMALLER CONSULATES ONLY ONE MAN-YEAR WOULD BE SPENT IN THESE ACTIVITIES.

2. BASED UPON THESE ASSUMPTIONS WE OBTAIN THE FOLLOWING CONCLUSIONS:

A. THE TOTAL NUMBER OF EXPORT PROMOTION EMPLOYEES IS ROUGHLY 206.

B. THIS CONSISTS OF: 91 EMPLOYEES IN THE 76 PRINCIPAL EMBASSIES (AND 9 AMERICAN CONSULATES) SURVEYED BY THE FOREIGN OFFICE; 25 EXPORT PROMOTION EMPLOYEES IN SMALLER EMBASSIES THROUGHOUT THE WORLD; 92 EMPLOYEES IN THE 62 NON-US CONSULATES AROUND THE WORLD.

C. BASED UPON OUR KNOWLEDGE OF THE DISTRIBUTION OF GERMAN POSTS WORLDWIDE, THE SUBTOTALS FOR EACH REGION CAN BE REASONABLY CALCULATED. THESE FIGURES ARE

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REPORTED BELOW.

3. THE METHOD USED BY THE DEPARTMENT IN CALCULATING THE REF TEL FIGURES DOES NOT APPEAR TO BE ACCURATE. GERMAN FOREIGN OFFICE, WHICH HAS FIGURES ON COMPETITOR NATION EXPORT PROMOTION ACTIVITIES IN THE 76 KEY COUNTRIES MENTIONED ABOVE, REPORTS THAT THE TOTAL NUMBER OF EMPLOYEES OF THE UK AND FRANCE ENGAGED IN EXPORT EXPANSION PROGRAMS IN THESE COUNTRIES IS MUCH SMALLER THAN THE FIGURES WHICH THE DEPARTMENT APPARENTLY USED IN ARRIVING AT ITS CALCULATIONS OF TOTAL NUMBER OF GERMAN EXPORT PROMOTION EMPLOYEES. MOREOVER, THE GERMAN CALCULATIONS OF THE RATIO OF FRENCH TO GERMAN AND BRITISH TO GERMAN EMPLOYEES IS BASED UPON TOTAL ECONOMIC PERSONNEL AND NOT, AS REPORTED REF AIR ON ONLY EXPORT PROMOTION EMPLOYEES; THUS IT IS NOT POSSIBLE TO USE THESE RATIOS TO ARRIVE AT THE NUMBER OF GERMAN EXPORT PROMOTION EMPLOYEES.

NO. OF EXPORT REGION	NO. OF PROMOTION EMPLOYEES	POSTS
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USA	21	10
EC	66	25
JAPAN	4	2
OECD	54	35
OPEC	27	17

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OTHER	34	108
TOTAL	206	197

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## Message Attributes

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**Review Authority:** vogelfj  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 14 APR 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <14 APR 2004 by ThomasVJ>; APPROVED <27 JAN 2005 by vogelfj>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
04 MAY 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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**Subject:** COMPETITOR NATION EXPORT EXPANSION PROGRAMS  
**TAGS:** BEXP, GE  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006